

Message Text

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ACTION EB-07

INFO OCT-01 EUR-12 ISO-00 USIA-15 ABF-01 PA-02 /038 W
-----261742Z 058308 /42

R 261634Z MAY 77
FM AMEMBASSY BONN
TO USMISSION USBERLIN
AMCONSUL DUSSELDORF
AMCONSUL BREMEN
AMCONSUL FRANKFURT
AMCONSUL HAMBURG
AMCONSUL STUTTGART
AMCONSUL MUNICH
INFO SECSTATE WASHDC 8590
USDOC WASHDC
AMEMBASSY BERLIN

UNCLAS SECTION 01 OF 02 BONN 09041

STATE PASS USIA
USDOC FOR OIM/BIC WHITELEY AND FOR USTS
FRANKFURT ALSO FOR USTS

E.O. 11652: N/A
TAGS: BEXP, GW
SUBJECT: FY 78 CCP FOR GERMANY: JUNE 15-16,
CONFERENCE IN BONN

REFERENCE: STATE 110146 (NOTAL)

1. EACH POST IS INVITED TO SEND ONE REPRESENTATIVE TO
COMMERCIAL OFFICER'S CONFERENCE IN BONN, JUNE 15-16.
OFFICER SHOULD BE EITHER E-C SECTION CHIEF OR COMMER-
CIAL OFFICER WITH PRINCIPAL RESPONSIBILITY FOR CCP.
PLEASE FORWARD APPROVED TRAVEL AUTHORIZATIONS FOR EACH
OFFICER TO BONN (E-C/CC:COONTZ) FOR CONSOLIDATED
HANDLING. WHEN FUND CITATION IS COMPLETED, ORDERS WILL
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BE RETURNED TO EACH POST.

2. CONFERENCE SCHEDULE FOLLOWS BELOW. CHANGES MAY
OCCUR LATER IN ORDER TO ADJUST TO AMBASSADOR'S PROGRAM.
WORKSHOP PARTICIPANTS SHOULD BEGIN PREPARATIONS FOR
THEIR TOPICS. EMBASSY OFFICERS WILL ALSO ATTEND WORK-
SHOPS. PROPOSED FINAL TEXT OF CCP WILL BE AT POSTS

THREE WORKING DAYS BEFORE CONFERENCE BEGINS.

3. NOTE: IF AMEMBASSY BERLIN WOULD FIND IT USEFUL
TO SEND OBSERVER, OFFICER WOULD BE WELCOME.

4. PROGRAM OF FY 78 COUNTRY COMMERCIAL PROGRAM (CCP)
CONFERENCE:

TIME: BEGIN 0900, WEDNESDAY, JUNE 15, 1977

END 1300, THURSDAY, JUNE 16, 1977

PLACE: BONN, AMBASSADOR'S CONFERENCE ROOM

FIRST DAY OF CONFERENCE: WEDNESDAY, JUNE 15, 1977

0900 - WELCOME INTRODUCTION AND OPENING REMARKS...
(THE AMBASSADOR WILL ATTEND)

0930 - OVERVIEW OF PROPOSED FY 78 CCP CAMPAIGNS AND
OTHER SPECIAL POST EFFORTS

1030 - COFFEE BREAK

1100 - WORKSHOPS I, II, AND III

WORKSHOP I (BREMEN, IMC, STUTTGART) HOW CAN WE
IMPROVE THE "BEST PROSPECTS REPORT"?

WORKSHOP II (BERLIN, USTS, MUNICH) WHAT MORE CAN
POSTS DO TO EXPAND GERMAN TOURISM TO THE USA?

WORKSHOP III (FRANKFURT, DUSSELDORF, HAMBURG)

ARE WE EFFECTIVELY SHAPING POST BUDGETS TO
SUPPORT THE CCP? DISCUSS BIOS, TRAVEL, REPRESENTATION.

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ACTION EB-07

INFO OCT-01 EUR-12 ISO-00 USIA-15 ABF-01 PA-02 /038 W

-----261733Z 058395 /42

R 261634Z MAY 77

FM AMEMBASSY BONN

TO USMISSION USBERLIN

AMCONSUL DUSSELDORF
AMCONSUL BREMEN
AMCONSUL FRANKFURT
AMCONSUL HAMBURG
AMCONSUL STUTTGART
AMCONSUL MUNICH
INFO SECSTATE WASHDC 8591
USDOC WASHDC
AMEMBASSY BERLIN

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1200 - USTS PROGRAM FOR FY 78
1245 - LUNCH
1415 - IMC PROGRAM FOR FY 78
1500 - HOW WASHINGTON SEES THE CCP (WHITELEY)
1530 - SUMMARIES OF WORKSHOPS I, II AND III
1600 - COFFEE BREAK
1615 - FOREIGN BUYERS PROGRAM (BRIEF STATUS REPORTS BY
CO-MANAGERS)
1645 - USIS AND THE COUNTRY COMMERCIAL PROGRAM
1715 - ADJOURN
1900 - RECEPTION BY MR. AND MRS. COONTZ FOR CONFERENCE
ATTENDEES AND SPOUSES

SECOND DAY OF CONFERENCE, THURSDAY, JUNE 16, 1977:

0900 - WORKSHOPS IV, V AND VI
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WORKSHOP IV (MUNICH, HAMBURG, IMC) ARE POSTS
DOING ENOUGH FOR AMERICAN EXHIBITORS IN GERMAN
FAIRS? DISCUSS U.S. FIRMS EXHIBITING (A) BOTH
INDIVIDUALLY AND (B) IN IMC PAVILIONS.
WORKSHOP V (DUSSELDORF, BERLIN, BREMEN) THE
NUMBERS GAME: DO WE GIVE MORE WEIGHT TO VOLUME
OF TRADE OPPORTUNITY REPORTS THAN TO OUT-OF-
OFFICE CALLS?
WORKSHOP VI (STUTTGART, FRANKFURT) SPRECHTAG:
IS THE WELL RUNNING DRY? WHERE DO WE GO FROM
HERE?

1000 - SUMMARIES OF WORKSHOPS IV, V, VI
1040 - COFFEE BREAK
1100 - DISCUSSION AND FINAL APPROVAL OF FY 78 CCP
(THE AMBASSADOR WILL ATTEND)
1210 - FREE DISCUSSION OF ANY TOPIC
1250 - SUMMATION. CONCLUSION
1300 - CONFERENCE ENDS.

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Message Attributes

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Sent Date: 26-May-1977 12:00:00 am
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Decaption Note:
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Disposition Approved on Date:
Disposition Case Number: n/a
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Disposition Date: 01-Jan-1960 12:00:00 am
Disposition Event:
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Disposition Reason:
Disposition Remarks:
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Litigation History:
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Subject: FY 78 CCP FOR GERMANY: JUNE 15-16, CONFERENCE IN BONN
TAGS: BEXP, GE
To: USBERLIN DUSSELDORF
Type: TE
vdkgvwkey: odb://SAS/SAS.dbo.SAS_Docs/f5a1bc89-c288-dd11-92da-001cc4696bcc
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